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- Territory Books : I Maintain They Maintain
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Region Coverage Report
1998

Sales Reps Division	98 Mon. Obj.	98 Qtr. Obj.	Jan. 1998	Feb. 1998	Mar. 1998	Quarterly 1st Q '98	Apr. 1998	May 1998	June 1998	Quarterly 2nd Q '98	July 1998	Aug. 1998	Sept. 1998	Quarterly 3rd Q '98	Oct. 1998	Nov. 1998	Dec. 1998	Quarterly 4th Q '98
Syracuse	100%	100%	95.9	100.0	99.8	62.9	99.5	100.0	100.0	62.5								
Albany	100%	100%	98.4	99.5	99.8	100.0	100.0	99.8	100.0	92.8								
Buffalo	100%	100%	92.4	95.7	98.0	72.2	90.3	83.0	100.0	78.6								
Nashua	100%	100%	97.6	79.1	76.9	81.7	70.7	80.3	79.4	60.2								
Region	100%	100%	96.2	94.5	94.7	76.0	91.6	92.1	95.6	71.9								

Retail Reps Division	98 Mon. Obj.	98 Qtr. Obj.	Jan. 1998	Feb. 1998	Mar. 1998	Quarterly 1st Q '98	Apr. 1998	May 1998	June 1998	Quarterly 2nd Q '98	July 1998	Aug. 1998	Sept. 1998	Quarterly 3rd Q '98	Oct. 1998	Nov. 1998	Dec. 1998	Quarterly 4th Q '98
Syracuse	100%	100%	94.5	96.0	97.7	60.1	93.9	97.3	98.9	72.5								
Albany	100%	100%	97.2	98.3	99.8	99.6	100.0	99.8	100.0	100.0								
Buffalo	100%	100%	92.2	91.6	91.1	82.1	92.3	92.6	98.5	98.1								
Nashua	100%	100%	97.5	91.8	98.9	88.0	98.7	99.8	98.8	97.9								
Region	100%	100%	95.0	94.8	96.8	84.3	95.6	97.2	99.0	91.7								

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Region Retail Representatives Status Report

Retail Reps
Division/Region Totals

June, 1998 Division	Average Calls per Day	Temporary Displays	Total Calls
Syracuse 1622	7.3	325	2,712
Albany 1623	7.5	498	1,810
Buffalo 1626	7.3	555	1,598
Nashua 1638	6.1	746	1,337
Region Total	7.0	2,124	7,457

May, 1998 Division	Average Calls per Day	Temporary Displays	Total Calls
Syracuse 1622	7.0	189	2,097
Albany 1623	6.8	483	1,310
Buffalo 1626	7.1	534	1,244
Nashua 1638	6.3	836	1,108
Region Total	6.8	2,042	5,759

April, 1998 Division	Average Calls per Day	Temporary Displays	Total Calls
Syracuse 1622	6.8	220	2,032
Albany 1623	6.5	506	1,251
Buffalo 1626	6.4	500	1,127
Nashua 1638	6.3	902	1,112
Region Total	6.5	2,128	5,522

March, 1998 Division	Average Calls per Day	Temporary Displays	Total Calls
Syracuse 1622	7.2	319	2,531
Albany 1623	7.3	814	1,603
Buffalo 1626	6.1	962	1,340
Nashua 1638	6.5	1,048	1,143
Region Total	6.8	3,143	6,617

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Status Report - Retail Representatives

Retail Reps - Albany #1623

June, 1998 Territory	Rep	# of Accounts Frequency 75+ CPW Pack	Carton	Total	Avg. Calls Per Day	Promo Activity Temporary Displays	Total Calls
162320	Lopez, N	81	12	93	6.5	1	143
162321	Severino, D	118	15	133	5.6	34	123
162322	Barber, E	107	16	123	7.4	38	161
162323	Bodette, J.	76	13	89	8.3	78	181
162324	Ostrowski, B	101	15	116	7.9	171	173
162325	Maroney, M	102	21	123	6.8	3	150
162326	Riley, T	113	6	119	8.2	6	179
162327	Dinino, S	102	13	115	8.0	107	175
162328	Drino, T	98	5	103	8.2	5	179
162329	DiLaura, F	78	13	91	7.8	16	170
162330	Tefler, J	69	12	81	8.0	39	176
1623 Division Total		**976**	**129**	**1,186**	**7.5**	**498**	**1,810**

May, 1998 Territory	Rep	# of Accounts Frequency 75+ CPW Pack	Carton	Total	Avg. Calls Per Day	Promo Activity Temporary Displays	Total Calls
162320	Lopez, N	82	12	94	5.3	0	92
162321	Severino, D	119	15	134	5.7	51	100
162322	Barber, E	109	16	125	6.7	44	118
162323	Bodette, J.	75	14	89	8.4	60	148
162324	Ostrowski, B	96	20	116	7.2	174	127
162325	Maroney, M	103	22	125	5.8	0	101
162326	Riley, T	114	5	119	7.2	15	126
162327	Dinino, S	103	14	117	7.5	90	131
162328	Drino, T	95	8	103	8.1	3	142
162329	DiLaura, F	82	13	95	7.7	24	135
162330	Tefler, J	72	13	85	5.1	22	90
1623 Division Total		**978**	**139**	**1,202**	**6.8**	**483**	**1,310**

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Status Report - Retail Representatives

Retail Reps - Albany - #1623

April, 1998 Territory	Rep	# of Accounts Frequency 75+ CPW Pack	Carton	Total	Avg. Calls Per Day	Promo Activity Temporary Displays	Total Calls
162320	Lopez, N	41	6	47	4.6	12	80
162321	Severino, D	46	14	60	5.3	60	92
162322	Barber, E	66	4	70	6.1	90	107
162323	Bodette, J.	40	10	50	7.8	46	136
162324	Ostrowski, B	50	5	55	6.1	98	107
162325	Maroney, M	56	14	70	5.3	10	93
162326	Riley, T	73	2	75	7.5	45	132
162327	Dinino, S	72	6	78	7.4	78	130
162328	Drino, T	72	1	73	6.1	12	107
162329	DiLaura, F	69	8	77	7.7	30	135
162330	Tefler, J	69	8	77	7.5	25	132
1623 Division Total		**585**	**70**	**732**	**6.5**	**506**	**1,251**

March, 1998 Territory	Rep	# of Accounts Frequency 75+ CPW Pack	Carton	Total	Avg. Calls Per Day	Avg. Ctns. Ordered per call	Promo Activity Temporary Displays	Total Calls	Order Books
162320	Lopez, N	88	12	100	1.0	0	0	22	0
162321	Severino, D	121	14	135	7.6	0	82	166	14
162322	Barber, E	110	17	127	7.1	0	117	156	77
162323	Bodette, J.	73	14	87	8.7	4	149	190	811
162324	Ostrowski, B	99	15	114	6.0	0	141	131	46
162325	Maroney, M	97	20	117	6.3	1	32	139	75
162326	Riley, T	118	5	123	8.2	1	61	179	120
162327	Dinino, S	104	13	117	7.3	1	122	160	198
162328	Drino, T	104	5	109	7.2	4	16	157	642
162329	DiLaura, F	84	10	94	6.7	5	32	146	706
162330	Tefler, J	81	9	90	7.2	3	62	157	416
1623 Division Total		**998**	**125**	**1,213**	**7.3**	**2**	**814**	**1,603**	**3,105**

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